

Message Text

UNCLASSIFIED

PAGE 01 BONN 21214 221845Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----127589 230010Z /41

R 221822Z DEC 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 4248

UNCLAS BONN 21214

E.O. 11652: N/A
TAGS: BBSR, GW
SUBJECT: WDTR/FTI - ELEKLUFTH GMBH

REF: USDOC 93926 OF DEC. 13, 77 TO FRANKFURT
BONN L9470 OF NOV. 23, 77
BONN 11929 OF JULY 20, 77
BONN 12299 OF JULY 21, 76
USDOC 13391 OF JULY 15, 77

1. WEST GERMANY
OFFICE USE: 2. 428 3. NA 4. 0L
5. ELEKLUFTH ELEKTRONIK- UND LUFTFAHRTGERAETE GMBH
6. JUSTUS-VON-LIEBIG-STRASSE 18; POSTFACH 1509
7. D-5300 BONN
8. CONTACT: MR. HAGEN NIEPHAUS
9. MANAGER, "KAUFMAENNISCHE BEARBEITUNG"
10. PHONE: 0049/0222L/6031 11. TELEX: 0886 486 AND
11. TELEX: 0886 486 AND 0886 9621
12. CABLE: ELEKLUFTH BONN
13. ESTABLISHED: 1961 14. EMPL: 856
15. SIZE: VERY LARGE
16. REPUTATION: Y - EXCELLENT 17. RPT DATE: 7/77
OFFICE USE: 18. NA 19. NA 20. X 21. NA 22.-
23A. 19000/9 SERVICING OF ELECTRONIC EQUIPMENT
23B. 36620/59 SERVICING OF FLIGHT CONTROL AND RADAR
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AND TELECOMMUNICATIONS SYSTEMS FOR AIR AND SPACE FLIGHT
24. SALES ARE: GERMANY, THE U.S., EUROPEAN COUNTRIES
25. FINANCIAL REF: DEUTSCHE BANK AG AND COMMERZBANK AG,
BOTH IN BONN; SPARKASSE BONN.
26. TRADE REF.: HUGHES AIRCRAFT CO., CULVER CITY, CALIF.;
GENERAL ELECTRIC CO., N.Y.; AEG-TELEFUNKEN, FRANKFURT/M.
27. FOREIGN FIRMS REPRESENTED: HERMES ELECTRONICS LTD.,

CANADA.

28. POST EVALUATION: THIS IS AN UPDATING OF THE BASIC REPORT ON SUBJECT FIRM (BONN 12299 OF JULY 21, 76).

ACCORDING TO INFORMATION RECEIVED JULY 77 FROM SUBJECT FIRM THE ONLY CHANGES WHICH HAVE OCCURRED SINCE 1976 ARE:

(L) NEW NUMBER OF EMPLOYEES: 856, AND (2) NEW AND HIGHER BASIC CAPITAL: DM 7.0 MILLION INSTEAD OF 3.5L MILLION IN LAST YEAR. SALES VOLUME WAS DM 6L.5 MILLION. FIRM'S BUSINESS IS DESIGN, CONSTRUCTION, INSTALLATION, SERVICING AND REPAIR OF ELECTRONIC SYSTEMS FOR MILITARY FLIGHT PROTECTION AND CONTROLLING OF CIVIL AIR AND SPACE FLIGHT. THE FIRM IS SAID TO BE THE ONLY ONE IN WESTERN EUROPE COMMERCIALLY SERVICING AND MAINTAINING MILITARY ELECTRONIC SYSTEMS. BUSINESS LANGUAGES ARE GERMAN, ENGLISH AND FRENCH. FIRM'S EQUIPMENT IS MODERN AND COMPREHENSIVE. FIRM OWNS BUSINESS SITE AT ABOVE ADDRESS VALUED AT DM 6.5 MILLION, WHICH IS ENCUMBERED, WHILE THE INVENTORY IS ESTIMATED AT SEVERAL MILLION DM. THE FINANCIAL SITUATION APPEARS TO BE IN ORDER, PAYMENTS ARE MADE PROMPTLY. MANAGERS ARE JAN JEPPE FEENSTRA AND ULRICH MEHLHORN, COMPETENT BUSINESSMEN. THE FIRM MAINTAINS SEVERAL BRANCH OFFICES WITHIN WESTERN GERMANY, AND IS WELL SUPPLIED WITH ORDERS. THE FIRM'S PARTNERS ARE:

AEG-TELEFUNKEN, FRANKFURT/MAIN (51 PERCENT)
GENERAL ELECTRIC CO., NEW YORK, N.Y. (26 PERCENT)
HUGHES AIRCRAFT CO., CULVER CITY, CALIF. (13.8 PERCENT)
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AND HUSINT S.A., GENEVA, SWITZERLAND, WHICH BELONGS TO THE HUGHES CONCERN (9.2 PERCENT).

ON THE BASIS OF ABOVE ELEKLUFTH MAY BE RECOMMENDED AS AN EXCELLENT BUSINESS PARTNER FOR U.S. FIRMS.

29. PREPARED: I. POHL APPROVED: G. COONTZ

STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Dec-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BONN21214
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770478-0823
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19771228/aaaaaxad.tel
Line Count: 101
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: ff1d49fe-c188-dd11-92da-001cc4696bcc
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Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Retention: 0
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Review Content Flags:
Review Date: 24-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 149584
Secure: OPEN
Status: NATIVE
Subject: WDTR/FTI - ELEKLUFTH GMBH
TAGS: BBSR, GE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/ff1d49fe-c188-dd11-92da-001cc4696bcc
Review Markings:
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